

THE NOVA SCOTIA LIQUOR COMMISSION

*Fifty-second
Annual Report*

*April 1, 1981
March 31, 1982*

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*Fifty-second
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*April 1, 1981
March 31, 1982*



Nova Scotia



Liquor
Commission

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To the Honourable Ronald S. Russell
Minister in Charge of Administration,
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

Sir:

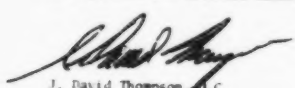
The Nova Scotia Liquor Commission has the honour to submit its fifty-second Annual Report covering the period from April 1, 1981 to March 31, 1982.

This Report outlines the results of the Commission's operations over the fiscal year. These results could not have been achieved without the positive contribution of our 680 regular employees.

The major additional service offered to the public during the past year was the acceptance of empty beer bottles at 62 of our Stores. This service will eventually be extended to all areas of the Province. We now have 83 locations: 64 are self-service, 14 conventional and 5 are licensee stores. In an effort to meet public demand for special products, our system now includes 10 stores with specialty sections. These carry many fine products which, of course, are available at all locations if the demand exists.

Sales have increased by 13.5% and profits by 7.9% over the prior year. This has occurred despite a decline in gallonage volumes of 1.4%. Sales through licensed establishments, namely, taverns, lounges, restaurants and clubs increased by 18.9%.

We hope that the attached material highlights our financial operations clearly.


J. David Thompson, Q.C.
Chief Commissioner

Halifax, Nova Scotia



To His Honour,
The Honourable John E. Shaffner,
Lieutenant Governor of Nova Scotia.

May It Please your Honour:

I have the honour to submit herewith a Report of The Nova Scotia Liquor
Commission for the fiscal year ended March 31, 1982.

I have the honour to be,

Sir,

Your most obedient servant,


Ronald S. Russell,
Minister in Charge of Administration,
Liquor Control Act.

THE STORY OF BEER

Nova Scotians drank about 616 797 hectolitres or about 180 million 12-ounce glasses of beer last year. That's a lot of suds. It's also a lot of money.

The brewing industry in fact contributes about \$140 million a year to the provincial economy, or about two percent of Nova Scotia's gross provincial product (GPP). Put another way, approximately 4,400 jobs or 1.2 percent of Nova Scotia's total labour force depend directly or indirectly on the beer business; sales, wages and indirect labour costs approach \$10 million annually.

Beer has been around almost as long as mankind. One Finnish anthropologist suggests that mankind first began to cultivate grain, not to make bread but to brew beer. Although this suggestion is still open to question, it is generally accepted that man could make beer before he could write and certainly before he invented the wheel. It is also fact that beer is an almost universal drink, available in various colours, with varying tastes and at varying temperatures in virtually every part of the world.

History records that Egyptians regarded beer so highly that Pharaoh Rameses III (1200 BC) made an annual donation of 136 000 hectolitres a year to the gods. The Egyptians also esteemed beer's tonic qualities, frequently prescribing beer, in combination with other products, to cure a wide variety of ailments. An Assyrian tablet of 2000 BC lists beer among the foods Noah selected to provision the Ark. A Babylonian tablet in New York's Metropolitan Museum lists dark beer, pale beer, red beer, three-fold beer, beer without a head, beer with a head and other varieties. The Babylonians were said to sip their beer through a straw; their royalty used a golden straw long enough to reach the container placed on the floor at their side.

It was in the Middle Ages, however, that beer really became prominent. This was partly because of the contribution made by the Christian Church, specifically by monks who often built breweries so they could provide hospitality to pilgrims. Three saints are listed as patrons of brewing. St. Augustine of Hippo, author of the Confessions and one of the most influential of early Christian philosophers, was one such patron. Another, John Primus, who died from wounds received in a tournament in 1294, became known as 'Gambrinus, a patron saint of beer for all Christendom.' St. Thomas à Becket, the martyred Archbishop of Canterbury, took with him several barrels of British ale as gifts when he went to France in 1158 to seek the hand of a French princess for Prince Henry of England.

Beer was also a popular drink in the Royal Court of England. Queen Elizabeth I was especially fussy about the beer she drank. On her travels through her kingdom she would send runners in advance to test the local brew. If it was deemed not to her satisfaction, the couriers would race to her castle and return with a supply of her preferred variety in time for her arrival. And, while some consider contemporary Canadians to be big consumers of beer, present-day Canadian consumption comes nowhere close to the amounts consumed in those early days. Ladies-in-waiting at the Court of Henry VII were allowed a gallon of beer for breakfast alone. English records show that aldermen at a typical municipal meeting were allowed two gallons of beer to quench their thirst; the same amount was provided each day to the unfortunate Anne Boleyn in the 16th century.

Beer was also prominent in early North American history. On his last visit to Central America, Christopher Columbus commented on the high quality of the brew produced by the natives, comparing it favourably to English beer. The Pilgrim Fathers landed at Plymouth Rock instead of further south as they had planned at least partly because of a lack of beer. A journal entry of December 19, 1620, made by one of the Mayflower's passengers, reads: 'We could not now take time for further search or considerations; our victuals being much spent, especially our beer. . . . ' The earliest settlers in New France quickly set about to brew beer. Champlain insisted that beer be produced for those who accompanied him on his early visits here and the Provincial of the Jesuits in Quebec wrote in 1636 that, in addition to their daily food allowance, farm labourers were provided with a 'chopine of cider or a quart of beer.'

Today, about 160 years since the first major Maritime brewery was constructed, beer remains very much a part of Nova Scotian life. About 17,000 people are employed directly and 156,000 indirectly by the brewing industry. Annual purchases by the industry include 307 million kg of barley malt worth over \$100 million; two million kg of hops worth more than \$8 million; and about \$40 million worth of other ingredients, primarily agricultural products. Over 95 percent of these products are Canadian products. In Nova Scotia, 96 percent of the beer drunk is produced by Nova Scotians to satisfy Nova Scotian preferences.

As Nova Scotians, we do have distinct preferences in beer. Most notably, we much prefer ale over lager; stout comes a distant third. In the western provinces, on the other hand, lager outsells ale by about ten to one. We also drink proportionately more draught beer than most

other Canadians — about 13 percent of the beer drunk here is draught beer. Only in British Columbia is more beer consumed in draught form — 20 percent. On average, Canadian beer drinkers choose draught only seven percent of the time.

Whether it's ale or lager, however, the process for brewing beer is much the same.

The basic ingredient for all beer is barley malt, barley that has been allowed to germinate then kiln-dried at a malting plant to hold further growth. During this malting process, specific barley enzymes are released to break down the membranes of the starch cells. In the brewery, the malt is screened and crushed before being mashed with water. The quality of the water is strictly monitored and controlled. In the mashing process, the malt enzymes break down the starch to sugar, and the complex proteins of the malt to simpler nitrogen compounds. Malt can be supplemented at this point by starch from other cereals such as corn, wheat or rice.

When mashing is finished, the mash is transferred to a straining vessel where the grains are removed and later sold as cattle feed. The liquid, known as 'wort', is boiled under strictly controlled conditions for about two hours; during the boiling process the green, aromatic hops (usually grown in British Columbia) are added. After the liquid has taken on the flavour of the hops, the hops are removed. The wort is then placed in fermenting vessels where the yeast — the magical component of the brewer's art — is added.

It is the yeast that converts the sugar in the wort to carbon dioxide and alcohol. The type of yeast chosen determines whether the finished product is a lager or ale. One yeast type that rises to the top of the liquid when fermentation is finished is used to brew either ale or stout. Another type of yeast that drops to the bottom of the brewing vessel is used to brew lager. The fermentation process lasts about seven days. During that time the yeast may multiply sixfold and a frothy head can be seen on the top of the brew. When fermentation is complete, the yeast is removed, either by skimming the top for ale or by pumping the beer off for lager when it is bottom fermentation.

The beer is then cooled to about 0°C and stored for one to three weeks before being 'polished' by filtration, then bottled or kegged. Bottled beer passes through a pasteurizer where the temperature is raised to 60°C then cooled to room temperature, providing biological stability and ensuring a long shelf-life. Draught beer, which is

consumed relatively quickly, by-passes the pasteurization process and is placed in sterilized steel or aluminum kegs and sealed with a heavy cork banged into place with a hammer. The resulting product is about five percent alcohol by volume. The new light beers, however, are about four percent alcohol by volume. They have about one-third fewer calories as some of the sugar and starch is removed and replaced by water.

While many Canadians believe that Canadian beer has a higher alcohol content and is generally 'better' than American beer, the alcohol contents of both American and Canadian beer are virtually the same. In fact, Canadian, American and British beers all contain about the same amount of alcohol — generally less than half the alcohol content of wine and about one-tenth the alcohol content of spirits.

Canadian, American and British beers certainly do taste different, however. In general, Canadian beers tend to be more flavorful than American beers while British beers (at least the popular 'bitter') tend to be sweeter and flatter.

Although Canadian beers are increasingly being exported to the United States, it is impossible to say that they are inherently 'better' than American beers. Your choice of beer to accompany steak-and-kidney pie or 'bangers and mash' at a London pub may be vastly different from your preference after a vigorous game of touch football on a crisp Canadian fall afternoon. By the same token, your choice at a sidewalk bistro on the Champs Elysée in Paris may differ from what you would choose to swig while devouring Nova Scotian lobsters.

Beer is a highly versatile beverage and is rapidly becoming a valuable culinary ingredient. Ann Wanstall, a writer and chef of international reputation, has noted that beer is not only a natural tenderizer that can be used with cheaper cuts of meat but it can be used to enhance delicate foods like lobster and even cookies and cakes. She also has observed that beer creates an attractive glaze for baked hams, chickens, and ducks. When used as flavouring, beer imparts a faint fragrance of barley and hops. 'Beer, as part of the culinary art, could almost be called a *mystique*. Its gentle, almost mysterious presence is there, but never felt, never dominant. No good cook should be without its essential flavour,' she says.

Beer can also be used as a base for other drinks. A 'shandy,' a 50-50 mixture of beer and ginger ale or ginger beer, makes a nice change while a more flavorful beverage, a Cocktail Bonfemme, can be obtained from boiling two bottles of beer with a pinch of ginger and a

piece of cinnamon bark with about 30 ml of fresh lemon juice. After passing the liquid through a fine sieve and cooling for a couple of hours, Cocktail Bonfemme should be served on ice. Those with a sweeter tooth might consider an Iced Raspberry Longdrink which combines beer with a mixture of fresh raspberry and lemon juice or a Summer Nog, a foamy beverage made from beer, egg yolks, and sugar. In Western Canada, beer lovers frequently drink Red-Eye, beer mixed in equal portions with tomato juice. More daring drinkers consume Prairie Oysters, a glass of beer and a raw egg which is allowed to settle at the bottom of the glass and is slurped as the final treat.

Beer is, however, a beverage that can truly be drunk on its own. Frothy, bubbly, golden and cold — it is a truly delightful taste experience. Those who have studied this experience and measured the satisfaction derived from the beverage make the following recommendations to maximize the pleasure. First, do not pour the beer down the side of the glass. Instead, pour it full force down the centre of a tall, cool glass, building a head. This process captures the carbonization and ensures a cleaner taste.

Second, serve beer only in a glass reserved for beer, one that is never washed with soap. Fat or soap residues left on the inside of a glass drastically cut down on the head. Third, use a damp glass to cut down on the friction while pouring. Also, for maximum pleasure, refrigerate beer at between 4°C and 10°C. Normal shelf-life of beer tends to be about four months; beer kept longer could begin to turn 'skunky' in taste and colour.

Whatever your preference, and no matter how you choose to drink it, Canadian and Nova Scotian beer in particular, is something to be proud of. It is well brewed, it's flavourful, it's a moderate beverage and it is steeped in strong local tradition and loyalties.

As an accompaniment to a boiled dinner in your favourite beverage room, or as a treat after an afternoon of working in the garden, beer is a beverage that truly satisfies.

Cheers!

A diagram of a typical brewery layout is included on page 32.

SOURCE OF GROSS LIQUOR REVENUE

Dollars to the nearest 000's



Spirits	\$100,539.8
Beer	94,257.2
Wine	<u>21,556.7</u>
Total	<u>\$216,353.7</u>

SOURCE OF GROSS LIQUOR REVENUE

Dollars to the nearest 000's

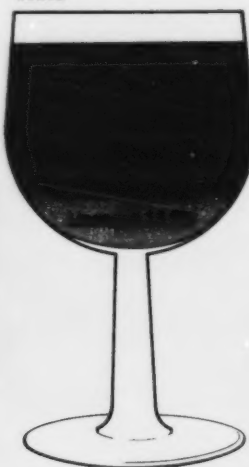
General Store Sales vs Licensee Store Sales

Spirits



General	\$ 91,071.9
Licensee	<u>9,467.9</u>
Total	<u>\$100,539.8</u>

Wine



General	\$ 18,573.6
Licensee	<u>2,983.2</u>
Total	<u>\$ 21,556.8</u>

Beer



General	\$ 70,639.2
Licensee	<u>23,617.9</u>
Total	<u>\$ 94,257.1</u>

Total



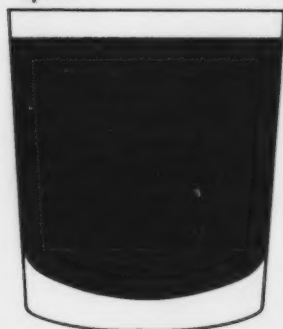
General	\$ 180,284.7
Licensee	<u>36,069.0</u>
Total	<u>\$216,353.7</u>

SOURCE OF GROSS LIQUOR REVENUE

Dollars to the nearest 000's

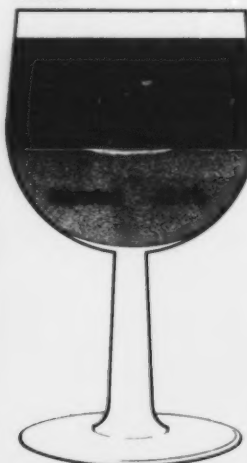
*Domestic (Canadian)
vs Imported*

Spirits



Domestic	\$ 90,715.6
Imported	9,824.2
Total	\$100,539.8

Wine



Domestic	\$ 12,413.2
Imported	9,143.6
Total	\$ 21,556.8

Beer



Domestic	\$ 93,476.7
Imported	780.4
Total	\$ 94,257.1

Total

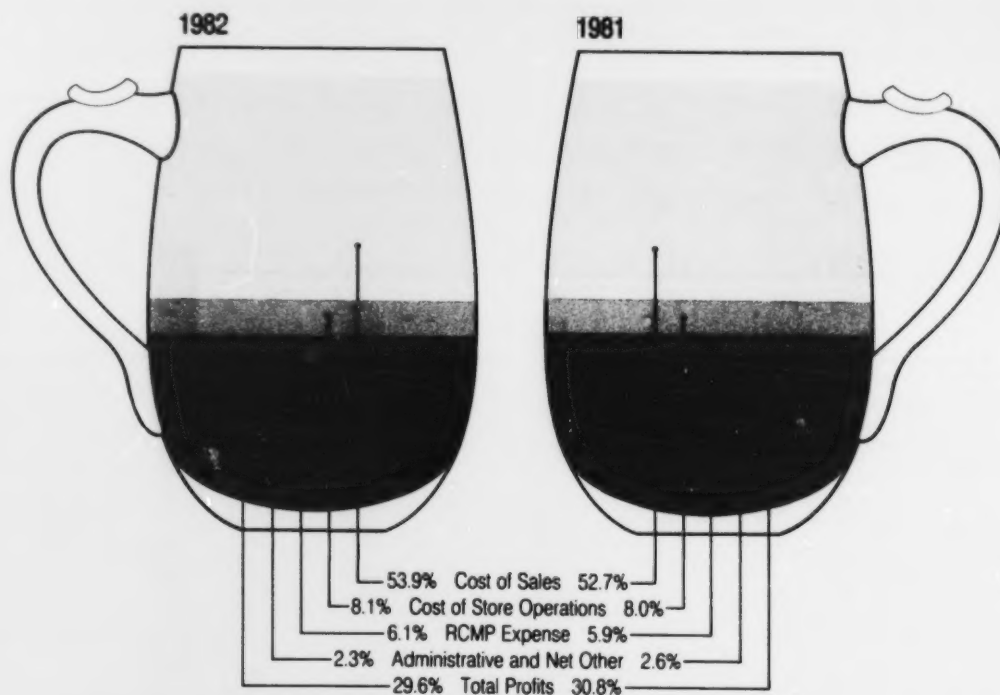


Domestic	\$196,605.5
Imported	19,748.2
Total	\$216,353.7

DISTRIBUTION OF LIQUOR REVENUE DOLLARS

Dollars to the nearest 000's

Two Year Comparison



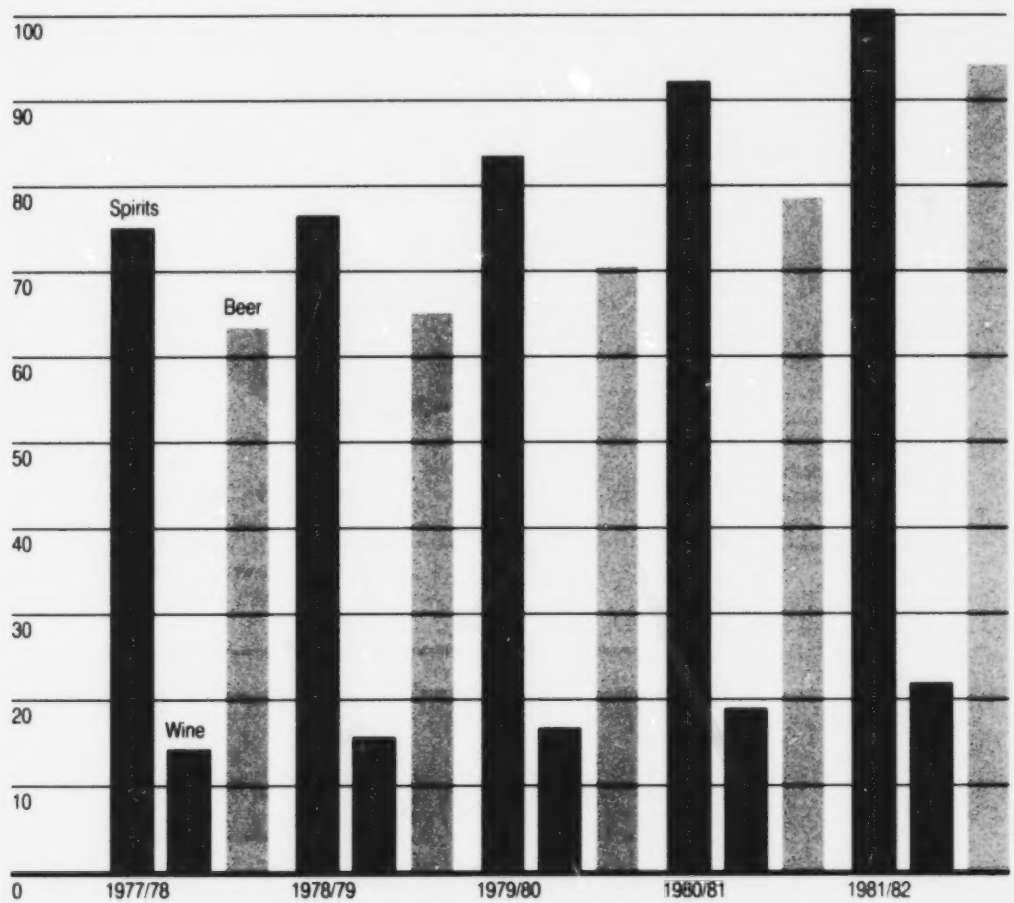
	1982	1981
Costs of Sales	\$116,594.0	\$100,447.1
Costs of Store Operations	17,412.3	15,236.4
RCMP Expense	13,205.3	11,232.6
Administrative and Net Other Expenses	5,081.8	4,903.9
Total Profits	\$ 64,017.2	\$ 58,757.1

FIVE YEAR SALES COMPARISON

Dollars to the nearest 000's

millions
of dollars

Spirits 
Wine 
Beer 



FIVE YEAR SALES COMPARISON

Dollars to the nearest 000's

By Class of Sales

	1981/82	1980/81	1979/80	1978/79	1977/78
Spirits	100,539.8	91,917.4	83,123.7	76,496.7	75,268.2
Wine	21,556.7	19,330.2	16,779.8	14,890.9	13,711.0
Beer	94,257.2	79,364.7	70,791.5	65,133.5	63,119.6
Total	216,353.7	190,612.3	170,695.0	156,521.1	152,098.8

Imported vs Domestic

		1981/82	1980/81	1979/80	1978/79	1977/78
Spirits	Domestic	90,715.6	82,558.2	74,027.7	68,044.6	66,393.3
	Imported	9,824.2	9,359.2	9,096.0	8,452.1	8,874.9
Wine	Domestic	12,413.2	11,049.5	9,337.5	8,392.7	8,116.9
	Imported	9,143.6	8,280.7	7,442.3	6,498.2	5,594.1
Beer	Domestic	93,476.7	78,591.5	69,910.5	64,110.5	62,172.4
	Imported	780.4	773.2	881.0	1,023.0	947.2
Total		216,353.7	190,612.3	170,695.0	156,521.1	152,098.8

Licensee by Class

	1981/82	1980/81	1979/80	1978/79	1977/78
Spirits	9,467.9	8,665.5	7,540.0	6,911.0	6,265.6
Wine	2,983.1	2,561.1	1,982.9	1,631.1	1,242.6
Beer	23,617.9	19,118.5	16,748.0	16,295.9	15,686.3
Total	35 36,068.9	30,345.1	26,270.9	24,838.0	23,194.5

AUDITORS' REPORT

To the Honourable Ronald S. Russell
Minister in Charge of Administration,
Liquor Control Act,
Province of Nova Scotia,
Halifax, Nova Scotia.

We have examined the balance sheet of The Nova Scotia Liquor Commission as at March 31, 1982 and the statements of operations and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1982 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

THORNE RIDDELL
Chartered Accountants

Halifax, Nova Scotia
June 17, 1982

BALANCE SHEET

As at March 31, 1982

Assets

Current Assets	1982	1981
Cash	\$ 1,329,068	\$ 2,142,422
Accounts receivable	309,624	700,429
Inventories of stock in warehouse and stores	10,589,804	8,218,903
Prepaid expenses	971,176	444,190
	13,199,672	11,505,944
Fixed Assets		
Furniture, fixtures and portable equipment	3,206,251	2,944,161
Other equipment	1,675,284	1,496,440
Land and buildings	7,431,849	7,332,829
Capital and leasehold improvements	4,835,494	4,110,432
	17,148,878	15,883,862
Less accumulated depreciation	13,426,769	11,954,429
	3,722,109	3,929,433
	\$ 16,921,781	\$ 15,435,377

Liabilities

Current Liabilities	1982	1981
Accounts payable	\$ 4,548,949	\$ 4,557,730
Minister of Finance		
Balance at beginning of year	10,877,647	11,768,235
Remittances	10,877,647	11,768,235
	-	-
Current year		
Net income		
Nova Scotia Liquor Commission	64,017,162	58,757,053
Liquor License Board	999,961	1,042,307
Bottle Exchange	126,471	552,412
	65,143,594	60,351,772
Remittances	52,770,762	49,474,125
Due Minister of Finance	12,372,832	10,877,647
	\$ 16,921,781	\$ 15,435,377

The accompanying notes are an integral part of these financial statements

STATEMENTS OF OPERATIONS

Nova Scotia Liquor Commission

Year Ended March 31, 1982

	1982	1981
Sales	\$ 216,310,620	\$ 190,577,065
Cost of goods sold	116,594,032	100,447,075
Gross profit	99,716,588	90,129,990
Stores operating expenses, including depreciation on equipment of \$1,279,452; 1981, \$950,441	17,412,283	15,236,435
Income, store operations	82,304,305	74,893,555
Administrative expenses, including depreciation on equipment of \$229,543; 1981, \$110,512	5,979,213	5,010,953
Other revenue	(1,116,444)	(716,798)
Other expenses	219,061	609,792
Net operating profit	77,222,475	69,989,608
Maintenance of Royal Canadian Mounted Police	13,205,313	11,232,555
Net Profit	\$ 64,017,162	\$ 58,757,053

LIQUOR LICENSE BOARD

Year Ended March 31, 1982

	1982	1981
Income - License revenue charge	\$ 1,800,438	\$ 1,607,247
Beer gallonage charge	156,761	161,936
License sales	298,359	284,247
License application fees	16,050	16,500
	2,271,608	2,069,930
Administrative expenses, including depreciation of \$1,921; 1981, \$1,643	1,271,647	1,027,623
Net Profit	\$ 999,961	\$ 1,042,307

BOTTLE EXCHANGE

Year Ended March 31, 1982

	1982	1981
Sale of bottles	\$ 3,880,514	\$ 7,141,193
Cost of sales	3,707,291	6,425,702
Gross Profit	173,223	715,491
Operating expense	46,752	163,079
Net Profit	126,471	552,412
Total Profits	\$ 65,143,594	\$ 60,351,772

The accompanying notes are an integral part of these financial statements.

STATEMENT OF CHANGES IN FINANCIAL POSITION

Year Ended March 31, 1982

	1982	1981
Working capital derived from		
Current operations		
Net income	\$65,143,594	\$60,351,772
Depreciation not involving working capital	1,510,916	1,062,596
	66,654,510	61,414,368
Working capital applied to		
Purchase of fixed assets (net)	1,303,592	362,735
Remittances to Minister of Finance	63,648,409	61,242,360
	64,952,001	61,605,095
Increase (Decrease) in working capital	1,702,509	(190,727)
Working capital at beginning of year	6,948,214	7,138,941
Working capital at end of year	\$ 8,650,723	\$ 6,948,214

NOTES TO FINANCIAL STATEMENTS

Year Ended March 31, 1982

1 Accounting Policies

(a) Inventories

Inventories of stock in warehouse and stores are valued at the lower of cost and net realizable value. Customs and excise tax have not been included where payment is due upon shipment from bonded warehouse.

(b) Fixed assets

Fixed assets are stated at cost. Depreciation is provided on the following basis:

Furniture, fixtures, portable equipment, other equipment and capital and leasehold improvements	99% Of cost in the year of acquisition
Land and buildings	5% Straight-line

Proceeds from disposal of land and buildings are retained by the Province of Nova Scotia.

2 Leases

The Commission leases buildings and premises under operating leases which expire at various dates between 1982 and 2002. Some of these operating leases contain renewal options at the end of the initial lease term.

The following is a schedule by years of future minimum rental payments required under operating leases that have initial lease terms in excess of one year, as of March 31, 1982:

1983	\$ 1,316,767
1984	1,256,758
1985	1,249,858
1986	1,214,083
1987	1,201,658
1988 to 2002	9,631,489
Total minimum payments required	<u>\$15,870,613</u>

3 Bottle Exchange

Effective June 29, 1981 the Bottle Exchange ceased operations.

SALES IN HECTOLITRES

Approximate

		April 1/81-March 31/82		% of	April 1/80-March 31/81		% of	April 1/79-March 31/80		% of
		Total Hectolitres		Total	Total Hectolitres		Total	Total Hectolitres		Total
<i>Spirits</i>	Domestic	66,419			66,455			65,007		
	Imported	5,804	72,223	9.8	6,283	72,738	9.7	7,029	72,036	9.6
<i>Wine</i>	Domestic	29,209			27,811			27,580		
	Imported	15,797	45,006	6.1	14,509	42,320	5.7	15,147	42,727	5.7
<i>Beer</i>	Domestic	613,947			628,824			629,143		
	Imported	2,850	616,797	84.1	3,231	632,055	84.6	3,924	633,067	84.7
			734,026	100.0		747,113	100.0		747,830	100.0

SALE OF ALCOHOLIC BEVERAGES BY VOLUME PER CAPITA

Fiscal years Ended March 31
15 years and over - litres per capita

*Five Year
Comparison*

	Spirits					Wine				
	1977	1978	1979	1980	1981	1977	1978	1979	1980	1981
Nova Scotia	11.0	11.2	11.1	11.1	11.2	6.2	6.3	6.5	6.6	6.5
Newfoundland	9.8	9.9	9.8	9.9	10.0	3.3	3.3	3.4	3.6	4.0
Prince Edward Island	12.5	12.8	12.7	12.0	11.9	4.4	5.2	5.3	5.2	5.5
New Brunswick	9.0	7.8	8.6	8.4	8.3	5.4	4.4	4.9	5.0	4.9
Quebec	7.0	7.0	7.0	5.7	6.3	9.4	10.1	11.8	11.8	12.0
Ontario	11.6	11.5	11.2	11.1	10.9	8.2	9.1	10.1	10.4	10.6
Manitoba	12.4	12.4	12.7	12.1	12.5	7.1	7.8	8.1	8.1	8.5
Saskatchewan	12.7	12.8	11.4	11.4	11.4	5.1	5.8	5.7	5.9	5.7
Alberta	14.5	14.9	15.7	15.9	13.1	9.5	10.3	11.4	12.1	10.1
British Columbia	13.3	13.7	14.7	13.8	14.8	12.6	14.4	16.3	16.3	18.7
Yukon	21.8	22.5	24.3	23.5	22.4	15.7	16.3	18.5	21.7	18.0
Northwest Territories	17.1	17.7	17.8	17.2	17.0	8.1	9.4	9.2	9.2	8.4
Total	10.7	10.8	10.8	10.4	10.3	8.6	9.5	10.7	10.8	11.1

	Beer					Total				
	1977	1978	1979	1980	1981	1977	1978	1979	1980	1981
Nova Scotia	93.8	97.9	98.0	97.4	97.4	111.0	115.4	115.6	115.1	115.1
Newfoundland	122.2	123.2	124.0	129.5	124.5	135.3	136.4	137.2	134.0	135.8
Prince Edward Island	88.2	93.8	103.2	97.6	98.2	105.1	111.8	121.2	114.8	115.6
New Brunswick	96.7	88.2	101.1	101.7	105.2	111.1	100.4	114.6	115.1	118.4
Quebec	126.3	123.5	121.1	120.1	117.2	142.7	140.6	139.9	137.6	135.5
Ontario	110.2	111.7	112.2	111.5	112.9	130.0	132.3	138.4	133.0	134.4
Manitoba	107.4	106.0	90.1	101.2	104.1	127.0	126.2	110.9	121.4	125.1
Saskatchewan	93.6	88.4	94.0	93.1	98.1	111.4	107.0	111.1	110.4	115.2
Alberta	105.5	105.8	99.0	107.0	71.5	129.5	131.0	126.1	135.0	94.7
British Columbia	103.9	114.0	93.0	110.9	91.0	129.8	142.1	124.0	141.0	124.5
Yukon	197.4	186.5	172.3	211.0	238.9	234.9	225.3	215.2	256.2	279.3
Northwest Territories	124.7	122.7	110.7	109.0	108.7	149.9	149.8	137.7	135.4	134.1
Total	112.1	112.6	109.1	111.8	106.4	131.4	132.8	130.6	133.0	1610.9

SALES IN HECTOLITRES

Volume to nearest 000's

*Ten Year
Growth Pattern*

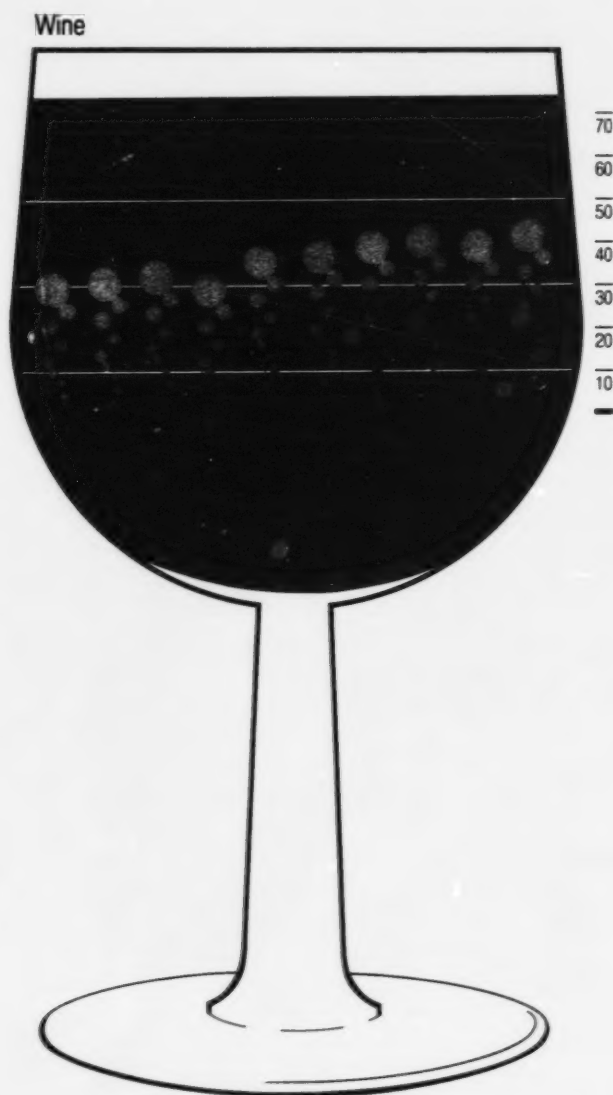
Spirits



SALES IN HECTOLITRES

Volume to nearest 000's

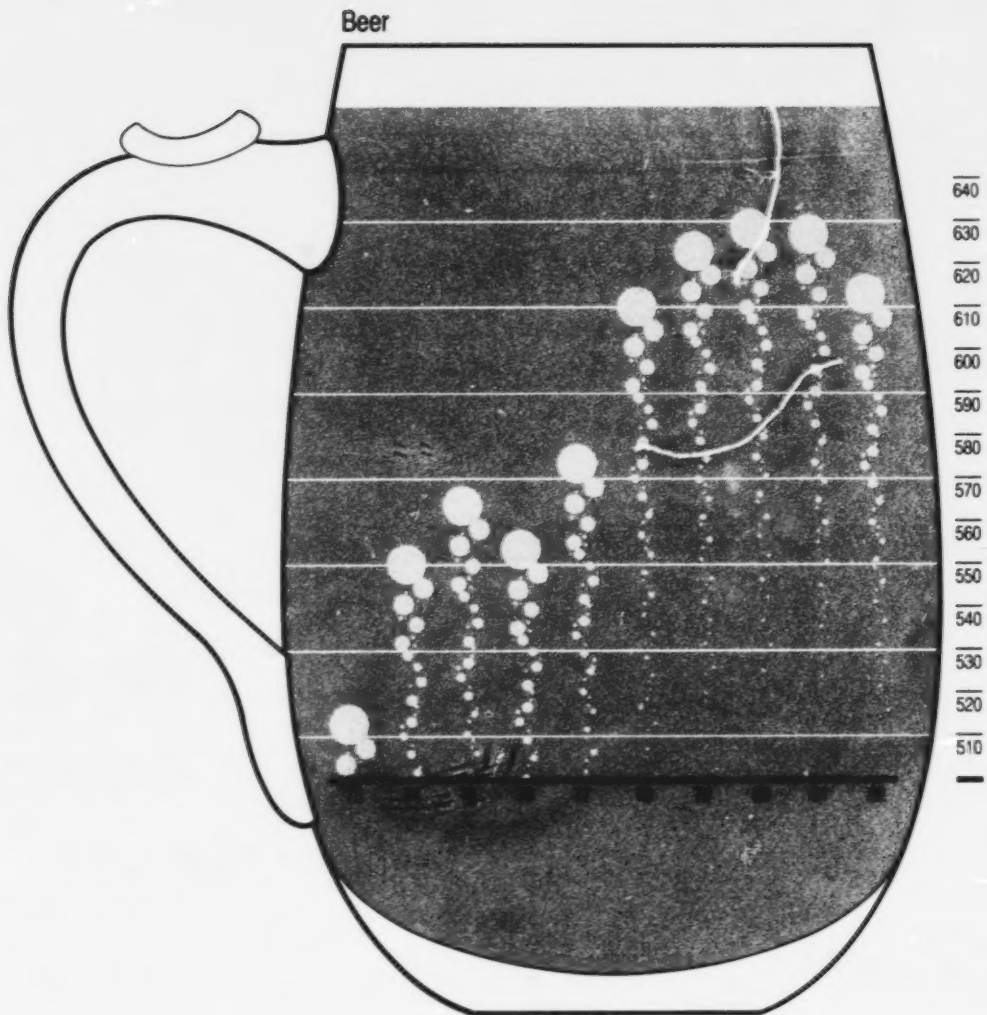
*Ten Year
Growth Pattern*



SALES IN HECTOLITRES

Volume to nearest 000's

Ten Year Growth Pattern



PERMIT AND LICENSE SALES

April 1, 1981 to March 31, 1982

Form No.	Description	Number	Amount
L 4	Special Permits	268	9,111.00
L 6	N.A.T.O.	109	N/C
LLB11	Lounge	141	26,075.00
LLB12	Dining Room	338	45,425.00
LLB12A	Dining Room (resort status)	4	300.00
LLB13	Restaurant	58	5,325.00
LLB14	Beverage Room	110	15,825.00
LLB15	Tavern	7	425.00
LLB17	Entertainment	209	39,050.00
LLB17A	Dining Room Entertainment	49	1,325.00
LLB18	Waiters	4,052	12,657.00
LLB25B	Special Occasion I	2,356	6,975.00
LLB25C	Special Occasion II	4,913	15,266.00
LLB25D	Special Occasion III	2,765	64,871.00
LLB28	Club License	328	46,765.00
LLB44	Special Premise	151	14,575.00
LLB45	Cabaret	7	3,500.00
			307,470.00

SALES BY STORES

Twelve Month Period Ended March 31, 1982

Self-Service Stores ☐
Specialty Sections
Bottle Return Sections

Store No.	Location			Spirits	Wine	Beer	Total
Region #1-Halifax-Dartmouth							
102	Bedford Place	☐	<input type="circle"/>	2,345,071.47	594,742.16	2,290,846.92	5,230,660.55
105	Chester	☐	<input type="circle"/>	872,730.33	212,001.30	734,875.31	1,819,606.94
109	Dart.-Bridge Plaza	☐	<input type="circle"/>	2,496,850.09	588,566.71	2,149,121.65	5,234,538.45
112	Dart.-Canal St.	☐	<input type="triangle"/> <input type="circle"/>	1,699,491.79	500,321.90	1,155,240.58	3,355,054.27
113	Dart.-Canal St., Lic.			1,064,902.06	251,381.75	2,991,668.99	4,307,952.80
119	Dart.-Westphal	☐	<input type="circle"/>	3,357,782.96	817,224.42	2,600,944.89	6,775,952.27
Total Dart. Stores				8,619,026.90	2,157,494.78	8,896,976.11	19,673,497.79
123	Elmsdale	☐	<input type="circle"/>	69,834.95	9,396.35	70,646.64	149,877.94
127	Forest Hills	☐	<input type="circle"/>	1,341,238.69	382,196.72	1,193,327.29	2,916,762.70
133	Hfx.-Bayers Rd.	☐	<input type="circle"/>	2,320,889.78	644,680.09	1,532,381.71	4,497,951.58
139	Hfx.-Clyde St.	☐	<input type="circle"/>	2,893,106.53	1,223,334.13	1,825,622.70	5,942,063.36
142	Hfx.-Gottingen St.			862,439.75	219,273.11	607,412.45	1,689,125.31
145	Hfx.-Halifax Shopping Centre	☐	<input type="triangle"/> <input type="circle"/>	3,474,034.50	1,594,934.83	1,988,560.59	7,057,529.92
151	Hfx.-Hollis St.	☐	<input type="circle"/>	1,081,646.80	313,870.82	653,108.84	2,048,626.46
157	Hfx.-Scotia Square	☐	<input type="circle"/>	1,340,372.42	472,170.70	409,826.63	2,222,369.75
160	Hfx.-Spryfield	☐	<input type="circle"/>	1,791,828.36	352,109.20	1,728,700.42	3,872,637.98
163	Hfx.-Strawberry Hill	☐	<input type="circle"/>	2,343,991.44	479,091.45	1,752,724.21	4,575,807.10
164	Hfx.-Strawberry Hill, Lic.			4,178,846.13	2,183,031.42	8,404,890.07	14,766,767.62
Total Hfx. Stores				20,287,155.71	7,482,495.75	18,903,227.62	46,672,879.08
170	Hantsport	☐	<input type="circle"/>	314,955.48	53,002.39	275,067.87	643,025.74
173	Hubbards	☐	<input type="circle"/>	639,913.17	132,046.10	653,241.62	1,425,200.89
183	Porter's Lake	☐	<input type="circle"/>	1,176,639.72	174,187.07	976,289.88	2,327,116.67
189	Sackville Town Centre	☐	<input type="circle"/>	1,699,551.41	361,912.05	1,787,624.11	3,849,087.57
193	Sheet Harbour	☐	<input type="circle"/>	468,171.17	69,379.41	470,220.96	1,007,771.54
196	Windsor	☐	<input type="circle"/>	1,478,097.37	201,864.34	1,424,045.07	3,104,006.78
Regional Total				39,312,386.37	11,830,718.42	37,676,389.40	88,819,494.19

SALES BY STORES

Twelve Month Period Ended March 31, 1982

Store No.	Location		Spirits	Wine	Beer	Total
Region #2-Cape Breton						
203	Arichat	☐ ☐	668,844.18	72,494.54	505,350.66	1,246,689.38
208	Baddeck	☐ ☐	810,086.22	135,937.82	672,614.89	1,618,638.93
213	Cheticamp	☐ ☐	547,281.26	72,023.96	671,748.71	1,291,053.93
218	Dominion	☐ ☐	634,208.86	82,955.25	809,154.73	1,526,318.84
225	Glace Bay	☐ ☐	2,513,040.36	312,812.16	2,486,282.80	5,312,135.32
231	Ingonish	☐ ☐	565,930.37	124,034.22	510,904.07	1,200,868.66
236	Inverness	☐ ☐	863,596.30	92,008.09	661,512.83	1,617,117.22
241	Louisbourg	☐ ☐	432,507.34	58,584.06	375,295.87	866,387.27
246	New Waterford	☐ ☐	1,228,690.26	183,486.30	1,622,944.79	3,035,121.35
251	North Sydney	☐ ☐	1,680,409.48	184,454.96	1,342,589.00	3,207,453.44
256	Port Hawkesbury	☐ ☐	1,737,067.52	253,058.77	1,214,311.20	3,204,437.49
261	Port Hood	☐ ☐	508,011.36	46,504.28	370,752.94	925,268.58
268	St. Peters	☐ ☐	578,157.92	93,506.21	683,436.10	1,355,100.23
273	Sydney-Ashby	☐ ☐	1,446,899.62	169,610.38	844,397.30	2,460,907.30
274	Sydney-Ashby, Licensee	☐ ☐	957,528.73	136,345.60	2,029,694.60	3,123,568.93
279	Sydney-George St.	☐ ☐	2,730,174.31	423,952.24	1,588,100.40	4,742,226.95
284	Sydney-Whitney Pier	☐ ☐	582,325.01	60,693.20	447,170.02	1,090,188.23
Total Sydney Stores			5,716,927.67	790,601.42	4,909,362.32	11,416,891.41
289	Sydney Mines	☐ ☐	1,230,273.91	159,456.01	1,553,707.24	2,943,437.16
295	Sydney River	☐ ☐	2,679,547.46	463,241.37	1,514,427.35	4,657,216.18
Regional Total			22,394,580.47	3,125,159.42	19,904,395.50	45,424,135.39

SALES BY STORES

Twelve Month Period Ended March 31, 1982

Store No.	Location		Spirits	Wine	Beer	Total
Region #3-Northern						
302	Amherst	□ ○	1,560,437.17	289,264.35	1,762,044.18	3,611,745.70
307	Antigonish	□ △ ○	2,781,709.68	426,396.53	2,234,092.63	5,442,198.84
312	Canso		372,384.57	46,669.35	458,968.87	878,022.79
317	Guysborough	□ ○	321,497.80	81,428.93	382,368.90	785,295.63
322	Joggins		102,601.96	13,076.05	193,889.45	309,567.46
327	Mulgrave		309,566.34	56,922.41	318,734.96	685,223.71
332	New Glasgow	□ △ ○	2,410,136.36	470,962.47	1,869,113.00	4,750,211.83
333	New Glasgow, Lic		492,740.87	37,498.71	900,211.95	1,430,451.53
338	Oxford	□ ○	429,557.62	66,431.24	445,889.48	941,878.34
343	Parrsboro	□ ○	454,666.31	60,260.15	530,598.14	1,045,524.60
348	Pictou	□ ○	1,039,024.91	157,761.26	849,373.03	2,046,159.20
353	Pugwash	○	54,311.57	8,095.10	43,180.46	105,587.13
358	River John		191,383.01	25,660.75	185,278.85	402,322.61
362	Sherbrooke	□ ○	303,036.25	38,553.85	252,107.69	593,697.79
367	Springhill	□ ○	525,334.44	84,501.25	744,490.26	1,354,325.95
372	Stellarton	□ ○	811,711.45	119,074.38	716,614.13	1,647,399.96
377	Stewiacke	□ ○	1,125,406.76	136,581.20	1,247,722.89	2,509,710.85
382	Tatamagouche	○	422,058.77	68,595.19	461,295.89	951,949.85
387	Trenton	□	540,845.48	71,327.51	445,294.05	1,057,467.04
392	Truro	□ △ ○	3,989,937.92	680,410.21	3,177,473.88	7,847,822.01
393	Truro, Lic		431,769.54	67,460.69	892,582.25	1,391,812.48
397	Westville		488,124.67	58,920.22	555,213.77	1,102,258.66
Regional Total			19,158,243.45	3,065,851.80	18,666,538.71	40,890,633.96
Region #4-Valley & South Shore						
402	Annapolis	□ ○	701,112.65	148,234.69	696,120.64	1,545,467.98
411	Berwick	□ ○	719,437.47	113,560.50	781,876.96	1,614,934.93
415	Bridgetown	□ ○	407,623.85	75,152.78	390,969.19	873,745.82
419	Bridgewater	□ △ ○	2,837,943.64	521,064.08	2,504,066.65	5,863,074.37
425	Caledonia		249,163.74	25,328.79	237,664.46	512,156.99
434	Digby	□ ○	1,281,393.00	241,149.79	1,183,462.77	2,706,005.56
446	Kentville	□ △ ○	2,004,179.45	471,904.47	2,050,478.71	4,526,562.63
448	Kingston	□ △ ○	1,190,738.29	296,759.16	1,400,761.59	2,888,259.04
455	Liverpool	□ ○	1,480,409.73	209,777.29	966,962.51	2,657,149.53
458	Lockeport		244,119.41	41,551.81	181,310.06	466,981.28
461	Lunenburg	□ ○	1,393,476.04	197,282.85	744,104.57	2,334,863.46
466	Mahone Bay		606,748.17	100,097.35	547,014.89	1,253,860.41
469	Meteghan	□ ○	714,378.36	100,993.20	913,606.18	1,728,977.74
472	Middleton	□ ○	571,768.75	99,653.34	575,804.85	1,247,226.94
484	Shelburne	□ ○	1,226,554.64	154,778.33	968,049.70	2,349,382.67
489	West Pubnico	□ ○	499,955.17	39,964.59	338,903.60	878,823.36
492	Weymouth	□ ○	391,678.53	66,243.51	429,950.08	887,872.12
495	Wolfville		831,180.24	239,665.81	1,062,515.78	2,133,361.83
498	Yarmouth	□ △ ○	2,322,699.52	391,788.55	2,036,238.22	4,750,726.29
Regional Total			19,674,620.65	3,534,950.89	18,009,861.41	41,219,432.95
Grand Total			100,539,830.94	21,556,680.53	94,257,185.02	216,353,696.49

- Self-Service Stores ☐
- Specialty Sections
- Bottle Return Sections





Typical Brewery Layout

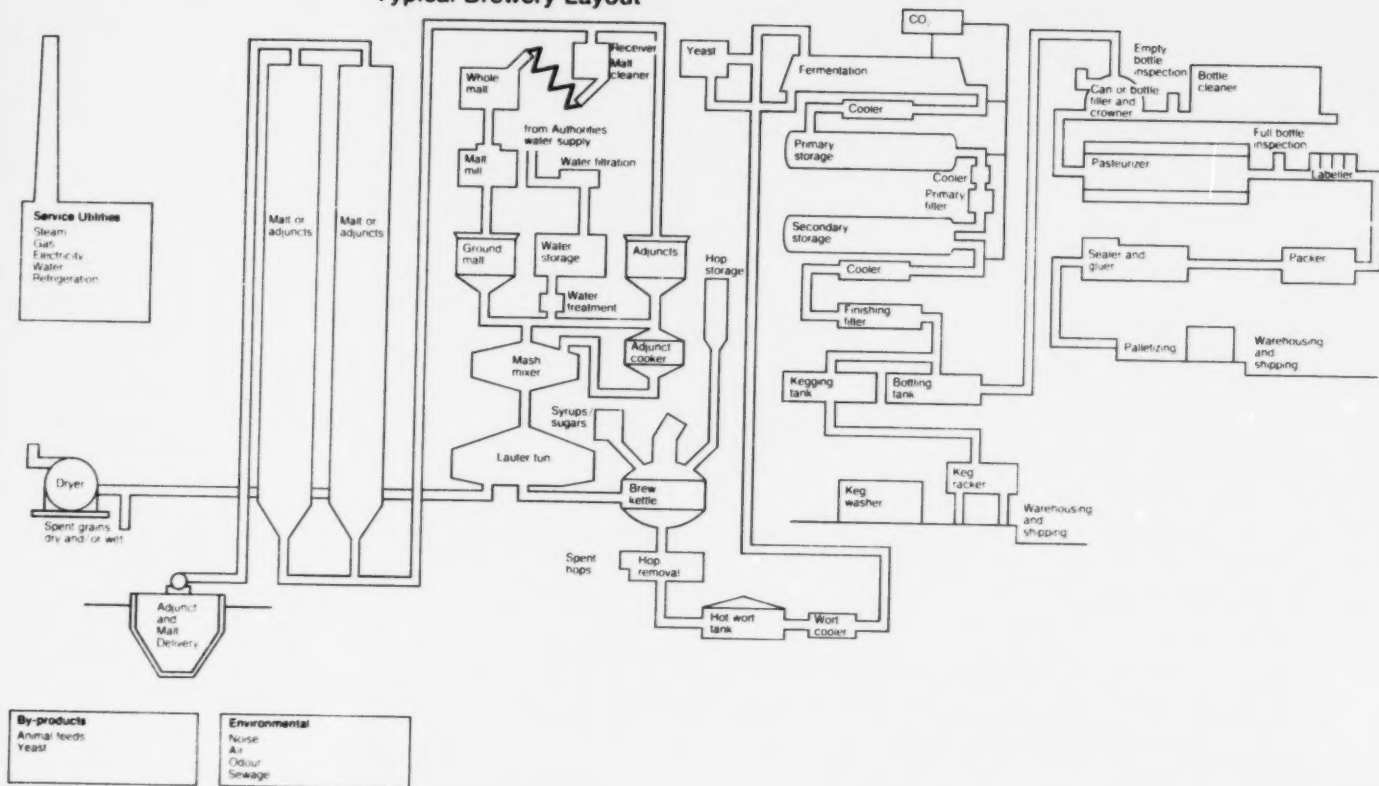


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POOR

QUALITY

ORIGINAL